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THE CHANGING PATTERN OF JAPANESE TRADE: AN OVERVIEW

Summary

Japan has increasingly oriented its trade toward other industrial countries over the past 20 years, particularly the United States. At the same time, China's economic reforms and the rise of the "Four Dragons" -- South Korea, Hong Kong, Taiwan and Singapore -- have expanded Japan's trade in the Pacific Basin, increasing its central role in the nation's trade picture. The obverse of these developments has been a contraction of trade with other regions, particularly Africa and Latin America -- areas that would benefit immensely from greater participation in global trade. The changing pattern of Japanese trade presents Tokyo with opportunities as well as problems as it searches for a new position in a shifting global order.

The Inevitability of Change

With the expansion of the Japanese economy over the past two decades, it is not surprising that its trade pattern has also changed. As the focus of economic activity has shifted from basic industry to manufactures of steadily increasing sophistication, the inputs demanded and products exported have followed suit. The role of energy imports, for example, has steadily declined as the economy moved away from energy-intensive basic industries, while imports of basic and intermediate industrial products have grown precisely because of this shift.

Just as Japan has changed so have the import needs and export offerings of other countries. The focus on consumption in post-industrial Europe and the United States has provided an insatiable market for Japanese consumer products. Since these areas represent a large part of global economic activity, it is not

surprising that they have attracted an increased share of Japan's exports. The rapid development of several third-world nations (Brazil, South Korea, Taiwan, Singapore and India) has been fed in part by Japanese exports of capital equipment and intermediate goods, but it has not been enough to balance the appetite the developed countries have acquired for Japanese products. The atrophy of economic development in Africa and the debt crisis in Latin America are also reflected in Japan's trade pattern, which shows a decreasing share of both imports from and exports to these areas.

In some cases, global economic changes have led to a significant rearrangement of Japan's trade activities. The sharp boost in crude oil prices by the Organization of Petroleum Exporting Countries in the early 1970s tripled Japan's imports from the Middle East between 1973 and 1974, and they doubled again between 1978 and 1979. This pattern persisted until recently when falling crude oil prices, amplified by the declining yen cost of dollar-denominated oil contracts, cut purchases.

Economic developments do not have a monopoly on influence, however. Of the political changes that have had a clear impact on Japan's trade, one stands out: the ascendance of progressive leaders in Beijing. Abrupt changes in China's economic development plans turned the gentle flow of Sino-Japanese trade into a torrent in 1985. Political pressures similarly led to a reduction in trade in the following two years as Beijing tried to stem the resulting drain on its foreign reserves.

The fact that Japan's pattern of trade has changed over the past 20 years is therefore unremarkable. What is instructive is exactly how it has changed and what recent shifts indicate for the future.

The Shifting Pattern of Trade, 1966-87

From the available data one basic rule driving Japan's export trade pattern emerges: exports are sensitive to market growth for specific products. Geographic location, relative overall economic growth abroad, and global factors such as changes in exchange rates and commodity prices have less influence on the value of exports than might be expected. While at first glance this seems to be only common sense, it reflects the importance of exports to Japan and the consequent development of export expertise. Japan's major role, if not dominance, of global trade in particular products, including cars, consumer and industrial electronics and certain production equipment, testifies to its skill as an exporter.

Imports, on the other hand, seem to have been increasingly influenced by geography over the past two decades. Japan's purchases from Pacific Basin nations and Asian countries in particular as a share of total imports have steadily risen. Underpinning this trend is the emergence of a number of Asian countries as low-cost suppliers of an increasing range of basic manufactures. Equally important has been the resource endowment of countries along the Pacific Rim. Efforts to promote imports from the United States and market liberalization programs may also have contributed to this trend, although it

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may be enhanced by the yen's sharp appreciation against currencies of both the developing and the industrial nations.

Regional trade - Figures 1-3 show that Japan's regional trade is dominated by Asia -- particularly in the case of imports -- reflecting the relatively underdeveloped consumer markets in Asia versus their emphasis on exports of agricultural and industrial raw materials and light manufactures. It is interesting to note that Asia's share of total imports rose sharply in the mid-1970s to the early 1980s, a time when the yen was relatively weak against the dollar and therefore against most Asian currencies, which are pegged to the greenback.

The role of the United States as a market for Japanese exports is quite clear. North America's share of Japan's overseas shipments grew strongly after 1980, and particularly after 1983 when the United States came out of recession. Whether the dollar's depreciation will reverse this trend is uncertain, although North America's export share does seem to have leveled off.

After years of little change, Japan's trade with Europe appears to be taking on greater significance, thanks mostly to rising imports. The continent's small share of total trade in comparison with North America and Asia helps explain the relatively limited amount of attention Tokyo has given to European concerns.

Perhaps the most striking aspect of the shifting regional trade pattern is the decline in Japan's trade with Africa and Latin America. While imports from the two regions as a share of total trade have remained stable, their importance as export markets has dwindled to almost nothing. Since the Latin American debt crisis and African economic problems are not new factors, the decline must be due to the relative growth of exports to other areas.

Trade by bloc - The differing roles of the industrial and developing countries is evident in Figures 4-6. North America, Western Europe, Australia, New Zealand and South Africa currently buy 60 percent-plus of Japan's exports, while the developing nations (all the other non-communist countries) sell Japan anywhere between 45 and 55 percent of its imports. While this pattern is to be expected since the developed nations are wealthier, the rising shares of both exports and imports by the developed countries is worth noting.

The constant trade shares of the communist nations reflect the political and economic difficulties of East-West trade. While this trade component has not grown relative to Japan's other two major trading groups, it has participated in the 20-fold increase in Japanese trade over the past 21 years. As seen in the country data, the hefty increase in Japan's trade with China has been primarily responsible for the communist bloc's steady share.

Trade by product group - The increasing sophistication of the Japanese economy can be seen in Figure 7. The share of exports represented by food products, intermediate goods and light manufactures has declined steadily since 1966 as shipments of capital equipment and consumer durables have expanded. While capital equipment held a slightly larger share of exports than consumer durables in 1966, its lead widened significantly over this period, emerging as the single most important export group, a fact often overlooked in the frictions over cars and other consumer durables.

In terms of imports, the modest penetration of the Japanese market by imported capital goods and both types of consumer goods shown in Figure 8 is often pointed to as evidence that Japan's markets are closed. While the question of Japan's imports of manufactures is not so simple (see JEI Report No. 14A, April 8, 1988), it is clear that imports of all three groups are growing faster than overall purchases since their relative shares are increasing. Imports are still dominated by industrial supplies, however, reflecting the country's resource-poor land and highlighting the economy's natural emphasis on high value-added products.

A Decade of Change

While data by products and by areas are only available for a decade, the figures are nonetheless instructive. From an aggregate standpoint, the shift of trade toward the industrial countries is very clear (see Tables 1 and 2): 62.3 percent of exports and 47.9 percent of imports came from the developed world in 1987, compared with 47.2 percent and 38.9 percent in 1977. Conversely, the developing countries lost ground, accounting for 32.5 percent of exports and 45 percent of imports in 1987, well below the 46.7 percent and 56.4 percent levels enjoyed 10 years previously. The decline represents a withering of trade with every developing region except Asia: the Middle East's share fell from 11 percent to 4 percent; Latin America's from 7.8 percent to 3.8 percent; and Africa's from 6.2 percent to just 1.3 percent. The drop on the import side was almost completely a reflection of falling oil prices and the stronger yen, lowering imports from the Middle East from 29 percent to 13.5 percent.

The importance of the U.S. market is obvious: its share of Japan's exports rose 49 percent between 1977 and 1987, jumping from 24.5 percent to 36.5 percent. Over the same period the share of Japan's imports sourced from this country also rose, but only from 17.5 percent to 21.1 percent. China also raised its export share by one-half and nearly doubled its share of Japan's imports. Trade with the Soviet Union, however, has been disappointing as far as exports are concerned, falling from 2.4 percent to just 1.1 percent.

A product review points out some interesting developments. The following export categories showed little if any change: food products, nonmetallic mineral manufactures and metal products. The following product groups shifted toward greater trade with the developed countries: light industrial products, textiles, chemicals, machine tools, radios and vehicles. The developing countries take a bigger share of Japanese exports for industrial materials and fuel, heavy industrial products, fertilizers, televisions and ships.

Beyond the obvious points that the developing countries need basic industrial inputs while the developed nations can afford luxuries, the pattern of export changes is a patchwork. For example, why have the rich countries imported a greater share of Japanese exports of radio equipment (a simple technology) while the developing countries are taking a larger portion of television shipments (supposedly a more sophisticated product)? The data do not present a clear answer. Perhaps the developing countries have barred Japanese items for which there are domestic substitutes, forcing Japanese exports into other markets. On the other hand, the sharp rise in offshore production facilities to supply demand previously satisfied by exports may account for some of

the changes (see JEI Report No. 5A, February 5, 1988). Another factor that is not evident from the trade statistics is the level of added value -- Japanese manufacturers have steadily increased the sophistication of the products bound for the markets of the industrial nations, while simple products may be more suitable in the developing countries.

On the import side, the picture is equally interesting for different reasons. The distribution of shares for most product groups is largely unchanged, with two exceptions. First, the communist countries have raised their share of many products mainly at the expense of the developed nations. Equally significant is that the gains appear in both industrial and consumer products. Although not yet a major factor in Japan's trade, the trend is worth watching. Second, the developing countries show great strength in the consumer durables and nondurables areas. The most striking example is in consumer electronics goods, where Japan's share of imports from the developing countries skyrocketed from 53.2 percent in 1977 to 76.1 percent last year.

Outlook

The configuration of Japan's recent trade seems to reflect several major changes:

- The rapid advance of the economy's technological level may explain the increased trade with the industrial world. As Japan produces a greater share of state-of-the-art items, trade with other advanced nations will play an increasingly important role.

- The yen's appreciation has drastically reduced the price competitiveness of domestic products, leading to greater imports as well as a shift to offshore production.

- The effort to restructure the economy, reducing the role of exports and stimulating domestic demand, seems to be compounding the impact of the strong yen. The sudden realization of their affluence may be behind greater Japanese purchases of European goods, such as luxury cars and clothing. Positive economic growth forecasts are also encouraging businesses to raise capital expenditures, while imports are getting greater consideration as a result of the high yen.

- The continued weakness of global commodity prices, particularly for crude oil, has reduced the value of trade with the developing countries, especially when viewed in dollar terms.

- The rapidly growing Asian nations have naturally turned to Japan as a source of industrial supplies and equipment. Trade with South Korea and China has grown tremendously, chalking up a significant surplus for Japan in both cases.

- Japan's dominance of certain products (consumer and industrial electronics, for example) reduces its vulnerability to a loss of trade in these areas as a result of exchange rate changes. Therefore even if an item loses its price competitiveness, other countries must continue to import it, at least until domestic substitutes become available, if ever.

Overall, Japanese trade appears to be on the verge of major changes. If imports of consumer and industrial manufactures continue to grow rapidly, Japan can contribute to continued global growth. At the same time if Japanese industry aggressively pursues research and development, trade in manufactures will remain an important component of the picture. Tokyo can take this opportunity to address one important deficiency: the withering of trade with the poorer developing nations. Japan has long been subject to criticism that its field of view extends only as far as the shores of the Pacific. Fostering trade with Latin America and particularly Africa would yield economic and political benefits. Changes in its trade pattern will reflect whether Japan can rise to meet the higher expectations resulting from its economic ascent.

For further information, contact Jon Choy.

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The views expressed in this report are those of the author and do not necessarily represent those of the Japan Economic Institute.

Figure 1: Japan's Total Trade by Area, 1966-87

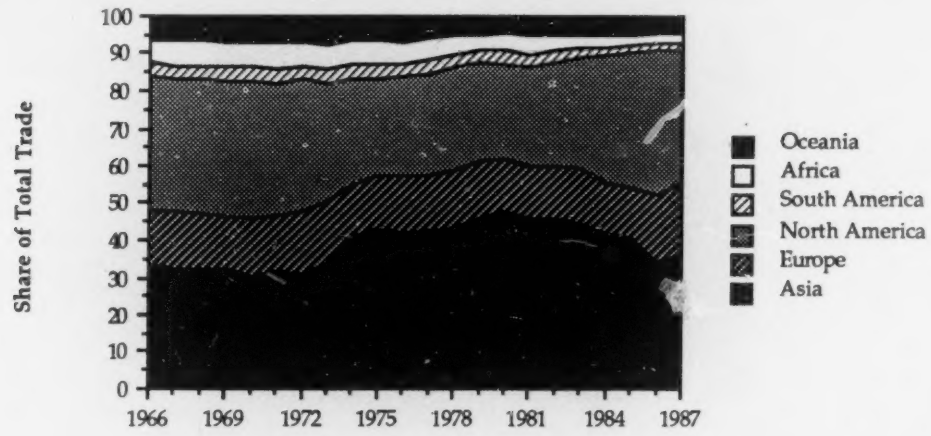

Figure 2: Japan's Exports by Area, 1966-87

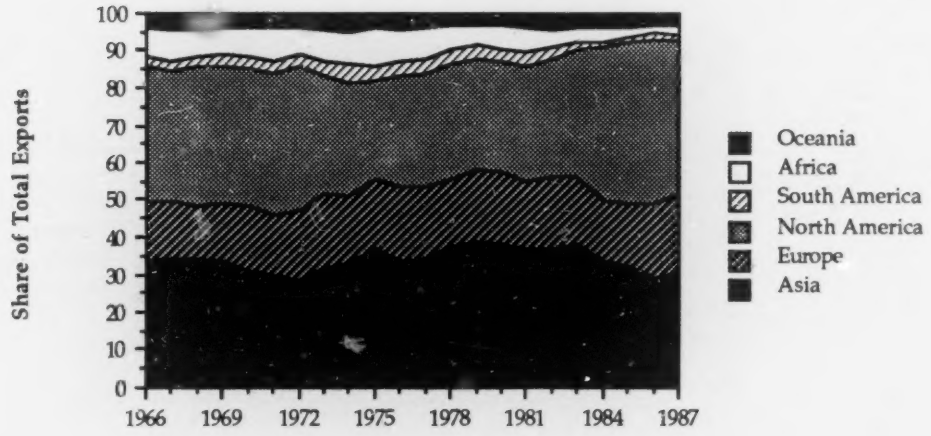

Figure 3: Japan's Imports by Area, 1966-87

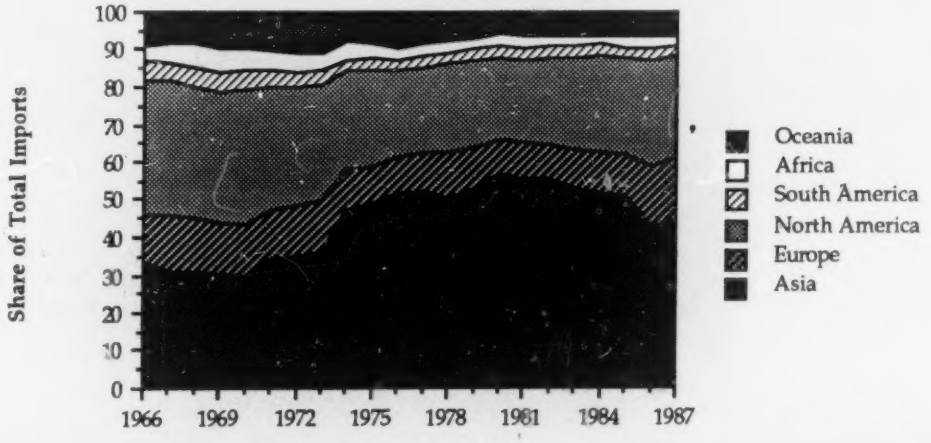

Figure 4: Japan's Total Trade by Bloc, 1966-87

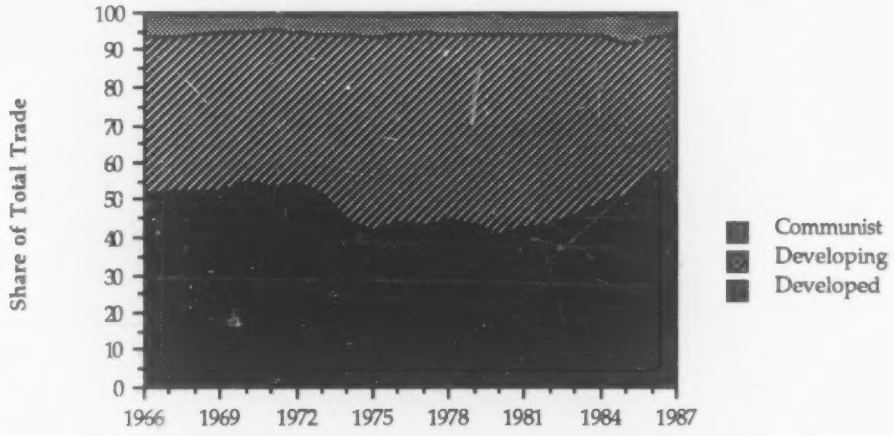

Figure 5: Japan's Exports by Bloc, 1966-87

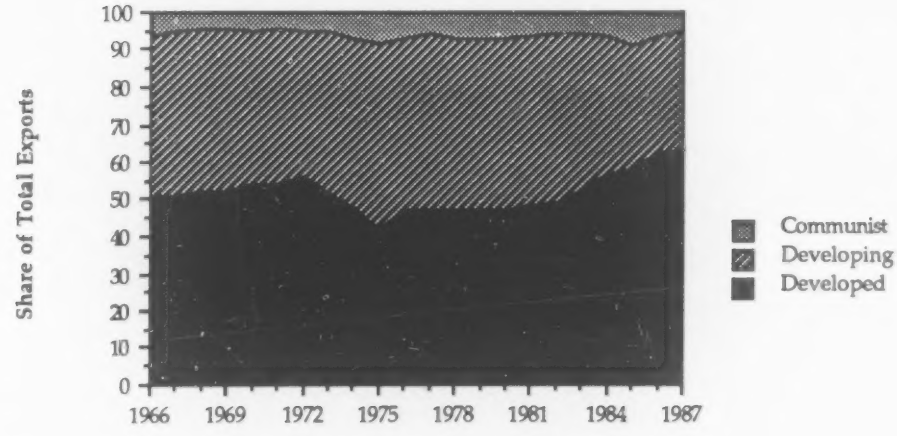

Figure 6: Japan's Imports by Bloc, 1966-87

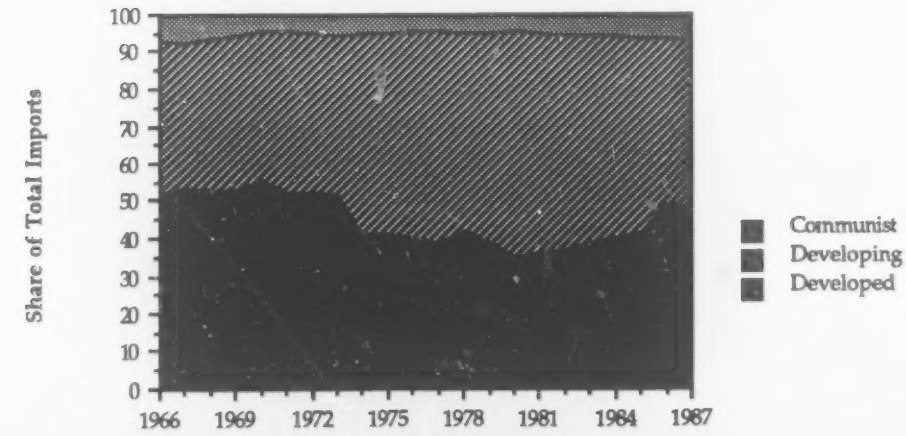

Figure 7: Japan's Exports by Product Group, 1969-87

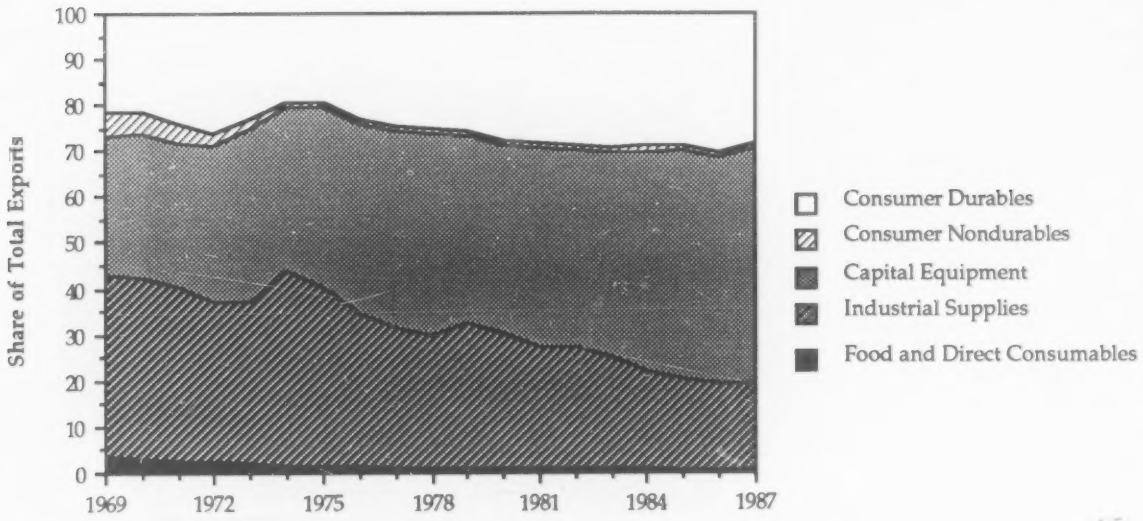

Figure 8: Japan's Imports by Product Group, 1969-87

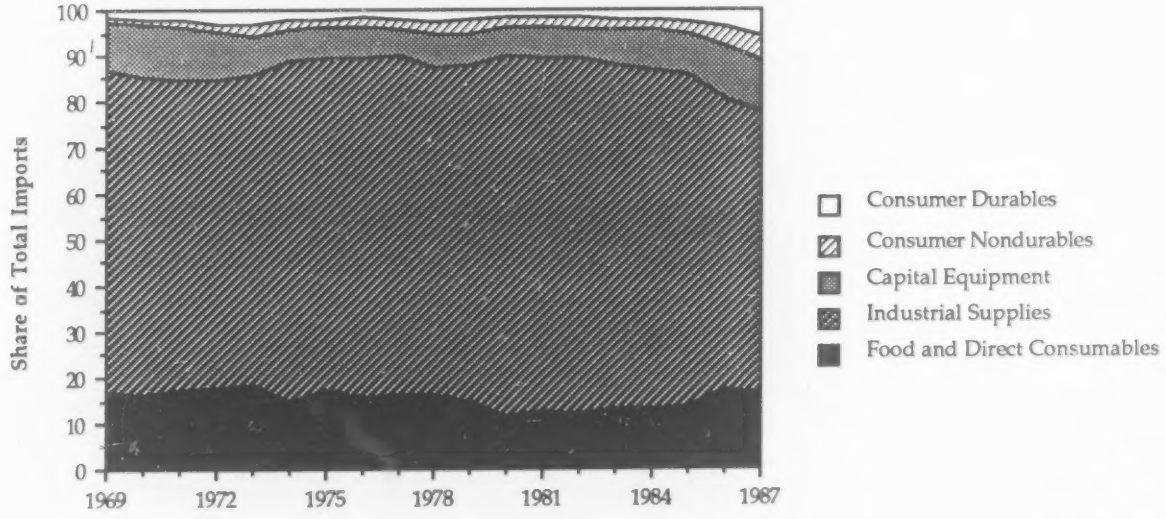

Table 1: Japan's Exports by Product by Country, 1977 and 1987

(percent of total exports)

Area/Country	Food and Direct Consumables		Crude Materials and Fuels		Light Industrial Products		Textiles		Nonmetallic Mineral Manufactures	
	1977	1987	1977	1987	1977	1987	1977	1987	1977	1987
Developed Countries	44.0%	43.6%	36.0%	23.4%	42.8%	55.0%	29.6%	33.9%	48.8%	50.4%
Canada	4.7	3.6	1.1	0.6	2.8	2.5	2.5	1.8	2.7	2.7
United States	22.9	26.1	6.9	10.1	20.7	28.2	14.2	15.3	29.4	32.5
Western Europe	11.7	10.4	23.7	10.4	13.1	20.1	6.4	12.7	10.2	11.4
European Community	8.8	9.8	21.5	9.8	9.9	17.3	5.0	11.3	7.8	9.3
Australia, New Zealand and South Africa	4.6	3.4	4.3	2.1	6.1	4.2	6.5	4.1	6.5	3.8
Developing Countries	55.7	53.7	57.3	65.2	50.4	39.4	59.8	56.9	47.5	45.1
Southeast Asia	25.4	40.6	46.3	55.8	27.4	28.8	33.1	42.5	21.7	38.5
Middle East	13.1	4.3	3.0	4.2	15.1	7.4	17.6	11.1	20.4	3.9
Latin America	3.6	2.1	7.0	4.8	4.4	1.8	4.5	1.3	3.0	1.5
Africa	9.1	2.2	0.9	0.4	3.1	1.1	4.5	1.8	1.7	0.9
Other	4.5	4.6	0.1	0.0	0.3	0.3	0.2	0.1	0.7	0.3
Communist Countries	0.3	2.6	6.7	11.4	6.8	5.6	10.5	9.1	3.7	4.5
China	0.0	2.2	1.7	4.1	2.4	4.2	4.2	6.9	0.2	3.4
U.S.S.R.	0.1	0.1	2.1	2.7	2.9	0.8	4.3	1.6	2.2	0.6
Eastern Europe	0.2	0.0	1.7	4.3	0.9	0.2	1.3	0.3	0.7	0.2

Area/Country	Heavy Industrial Products		Chemicals		Fertilizers		Metal Manufactures		Steel	
	1977	1987	1977	1988	1977	1988	1977	1988	1977	1988
Developed Countries	48.0%	63.7%	29.0%	39.6%	3.9%	5.5%	36.7%	33.5%	35.2%	26.8%
Canada	2.0	2.5	0.8	1.0	0.2	0.2	1.7	1.4	1.5	1.2
United States	25.2	37.7	11.3	17.8	0.6	2.3	23.5	22.8	22.0	18.7
Western Europe	16.7	20.0	11.7	17.3	0.3	1.0	8.5	5.6	8.7	3.3
European Community	10.9	16.5	9.2	15.4	0.1	1.0	4.4	2.0	3.8	1.9
Australia, New Zealand and South Africa	4.2	3.5	5.1	3.4	2.7	1.9	3.1	3.7	3.1	3.6
Developing Countries	46.0	31.2	57.0	49.8	29.8	93.8	49.4	46.8	48.2	47.9
Southeast Asia	20.0	22.0	48.3	45.1	20.5	71.1	23.9	37.3	23.8	38.1
Middle East	10.6	3.6	3.1	1.8	0.3	2.4	13.3	4.6	11.7	4.6
Latin America	8.4	4.1	4.7	2.3	5.7	8.6	8.4	3.2	9.6	3.6
Africa	6.8	1.3	0.6	0.4	1.3	9.5	3.7	1.4	3.9	1.6
Other	0.3	0.2	0.2	0.1	2.1	2.2	0.1	0.2	0.1	0.2
Communist Countries	6.0	5.1	14.1	10.6	66.3	0.8	13.9	19.7	16.6	25.2
China	2.4	3.5	8.0	6.4	64.5	0.7	7.9	13.3	9.8	16.8
U.S.S.R.	2.3	1.1	3.5	2.9	0.0	0.0	4.5	5.8	5.2	7.9
Eastern Europe	0.9	0.3	1.4	0.8	0.0	0.0	1.0	0.3	1.2	0.3

Table 1 (continued)

Area/Country	Machine Tools		Televisions		Radios		Vehicles		Ships	
	1977	1988	1977	1988	1977	1988	1977	1988	1977	1988
Developed Countries	52.8%	68.5%	65.2%	38.5%	66.8%	78.4%	66.4%	85.4%	36.0%	21.5%
Canada	2.2	2.7	6.3	1.4	2.4	2.8	2.9	4.6	0.2	0.0
United States	26.8	40.4	38.1	21.5	33.7	45.5	42.6	56.1	2.0	8.2
Western Europe	19.4	21.7	12.8	13.5	27.5	26.9	14.6	21.7	32.3	12.3
European Community	12.9	17.9	10.8	10.6	21.2	23.0	10.4	15.5	12.1	10.6
Australia, New Zealand and South Africa	4.4	3.5	8.0	2.1	3.2	3.2	6.1	3.0	1.4	0.9
Developing Countries	44.1	28.3	34.5	45.2	32.8	18.9	32.8	14.0	62.3	76.4
Southeast Asia	16.4	18.8	8.7	17.1	7.7	10.7	9.4	4.6	7.0	9.8
Middle East	10.4	3.7	16.8	20.0	12.7	4.5	13.0	4.0	6.3	1.4
Latin America	8.8	4.3	5.5	5.4	6.5	2.9	5.9	3.4	16.8	45.2
Africa	8.2	1.3	3.4	2.4	5.6	0.7	3.8	1.4	32.0	19.7
Other	0.3	0.2	0.2	0.3	0.4	0.1	0.6	0.5	0.2	0.4
Communist Countries	3.1	3.2	0.3	16.3	0.4	2.7	0.8	0.6	1.7	2.1
China	0.4	2.3	0.1	12.2	0.0	1.3	0.4	0.4	0.6	2.1
U.S.S.R.	1.6	0.5	0.0	1.3	0.1	1.1	0.3	0.0	0.8	0.0
Eastern Europe	0.9	0.3	0.1	1.7	0.3	0.1	0.0	0.1	0.3	0.0

Table 2: Japan's Imports by Product by Country, 1977 and 1987

(percent of total imports)

Area/Country	Food and Direct Consumables		Industrial Supplies		Crude Materials		Fuels		Chemicals	
	1977	1987	1977	1987	1977	1987	1977	1987	1977	1987
Developed Countries	59.6%	53.8%	29.1%	38.1%	49.4%	53.9%	12.1%	13.8%	84.7%	77.9%
Canada	8.4	6.0	3.6	4.7	7.8	11.4	2.2	2.9	2.5	2.1
United States	31.7	30.0	11.5	14.5	19.6	22.9	4.3	3.6	38.6	34.4
Western Europe	5.9	8.9	4.0	9.5	1.4	4.2	0.1	0.3	37.4	39.9
European Community	4.1	7.6	3.0	7.5	0.9	3.1	0.1	0.3	29.3	32.1
Australia, New Zealand and South Africa	13.5	13.2	9.9	9.4	20.6	15.4	5.5	7.0	6.2	1.3
Developing Countries	36.6	38.0	65.8	54.6	42.0	38.6	84.6	79.6	12.2	17.4
Southeast Asia	21.7	28.1	21.1	25.2	25.5	26.7	19.9	28.1	9.1	9.7
Middle East	1.0	0.3	39.5	22.6	1.1	1.2	64.4	47.8	0.3	3.8
Latin America	10.2	6.2	3.5	5.4	11.0	7.8	0.2	3.2	2.7	3.8
Africa	3.5	2.7	1.1	0.9	2.1	0.9	0.1	0.5	0.1	0.0
Other	0.3	0.7	0.6	0.5	2.4	1.9	0.0	0.0	0.0	0.0
Communist Countries	3.8	8.2	5.1	7.4	8.6	7.5	3.3	6.6	3.1	4.7
China	2.6	6.3	2.1	4.9	1.8	4.4	2.2	5.4	1.4	3.6
U.S.S.R.	0.6	0.8	2.6	1.9	6.5	2.7	0.8	1.1	1.2	0.4
Eastern Europe	0.4	0.5	0.3	0.3	0.1	0.1	0.2	0.0	0.4	0.7

Area/Country	Metals and Metal Products		Textiles		Capital Equipment		Nonelectric Machinery		Electric Machinery	
	1977	1987	1977	1988	1977	1988	1977	1988	1977	1988
Developed Countries	39.5%	42.4%	38.1%	36.7%	87.5%	84.4%	92.0%	87.1%	77.3%	75.5%
Canada	4.1	2.8	0.2	0.1	0.8	1.0	1.1	0.8	0.5	0.8
United States	4.9	8.5	5.7	6.3	51.2	55.3	50.8	53.2	51.6	55.0
Western Europe	8.8	9.5	32.1	30.1	35.2	27.3	39.9	32.5	24.8	19.6
European Community	4.9	5.8	26.9	27.4	28.6	22.1	32.1	25.9	21.2	16.0
Australia, New Zealand and South Africa	21.7	21.5	0.1	0.1	0.3	0.8	0.2	0.6	0.3	0.1
Developing Countries	46.2	44.0	49.9	39.3	11.9	15.2	7.3	12.4	22.5	24.1
Southeast Asia	19.5	21.5	48.8	37.7	9.6	14.2	3.7	10.9	21.9	23.8
Middle East	4.2	2.0	0.0	0.1	0.1	0.2	0.0	0.2	0.0	0.2
Latin America	10.0	15.6	1.0	1.4	2.2	0.7	3.5	1.3	0.6	0.1
Africa	12.1	4.7	0.0	0.1	0.0	0.1	0.0	0.0	0.0	0.0
Other	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Communist Countries	14.3	13.6	12.1	24.0	0.6	0.4	0.7	0.5	0.2	0.4
China	0.2	3.0	11.7	23.8	0.0	0.3	0.0	0.2	0.0	0.4
U.S.S.R.	9.5	7.4	0.0	0.1	0.3	0.1	0.3	0.1	0.1	0.0
Eastern Europe	2.9	2.3	0.3	0.1	0.3	0.1	0.4	0.2	0.1	0.0

Table 2 (continued)

Area/Country	Transportation Equipment 1977	Transportation Equipment 1988	Consumer Nondurables 1977	Consumer Nondurables 1988	Textile Products 1977	Textile Products 1988	Consumer Durables 1977	Consumer Durables 1988	Household Appliances 1977	Household Appliances 1988
Developed Countries	87.9%	94.2%	40.5%	31.0%	25.0%	16.9%	70.5%	65.2%	83.8%	65.5%
Canada	0.0	1.7	0.3	0.1	0.4	0.2	1.2	0.3	13.5	0.1
United States	58.0	64.6	12.7	11.1	4.4	2.8	25.9	13.6	15.3	22.8
Western Europe	29.8	25.2	27.2	19.6	20.1	13.7	42.7	50.9	80.6	42.2
European Community	25.4	21.8	24.4	18.1	17.4	12.6	33.5	44.8	40.7	39.8
Australia, New Zealand and South Africa	0.1	2.7	0.3	0.2	0.2	0.2	0.6	0.4	5.1	0.3
Developing Countries	10.3	5.4	51.5	53.5	64.3	62.6	26.1	32.1	14.1	29.6
Southeast Asia	7.9	4.4	51.2	53.0	63.9	62.2	25.8	31.8	13.5	29.2
Middle East	0.6	0.0	0.1	0.2	0.2	0.3	0.1	0.1	0.2	0.1
Latin America	1.8	0.4	0.2	0.2	0.2	0.1	0.2	0.2	0.4	0.2
Africa	0.0	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Communist Countries	1.8	0.3	8.0	15.5	10.6	20.4	3.5	2.6	5.9	4.9
China	0.0	0.3	7.4	15.1	9.9	20.1	2.3	2.1	2.8	2.2
U.S.S.R.	1.4	0.0	0.0	0.0	0.0	0.1	0.6	0.1	0.1	0.0
Eastern Europe	0.3	0.0	0.5	0.3	0.7	0.2	0.5	0.4	2.9	2.6

Area/Country	Household Electronics 1977	Household Electronics 1988	Automobiles 1977	Automobiles 1988	Toys and Musical Instruments 1977	Toys and Musical Instruments 1988
Developed Countries	46.8%	21.5%	100.0%	99.5%	66.8%	46.9%
Canada	0.1	0.5	1.2	0.2	0.2	0.3
United States	28.9	6.4	34.8	4.4	40.8	25.7
Western Europe	17.5	14.5	63.9	20.1	25.6	20.8
European Community	15.6	12.8	61.5	17.4	21.1	15.6
Australia, New Zealand and South Africa	0.3	0.1	0.1	0.2	0.2	0.2
Developing Countries	53.2	76.1	0.0	0.5	32.4	50.9
Southeast Asia	53.2	76.1	0.0	0.3	32.3	50.2
Middle East	0.0	0.0	0.0	0.0	0.0	0.0
Latin America	0.0	0.0	0.0	0.2	0.1	0.6
Africa	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.0	0.0	0.0	0.0	0.0	0.0
Communist Countries	0.0	2.4	0.0	0.0	0.8	2.2
China	0.0	2.4	0.0	0.0	0.3	2.0
U.S.S.R.	0.0	0.0	0.0	0.0	0.1	0.1
Eastern Europe	0.0	0.0	0.0	0.0	0.3	0.1